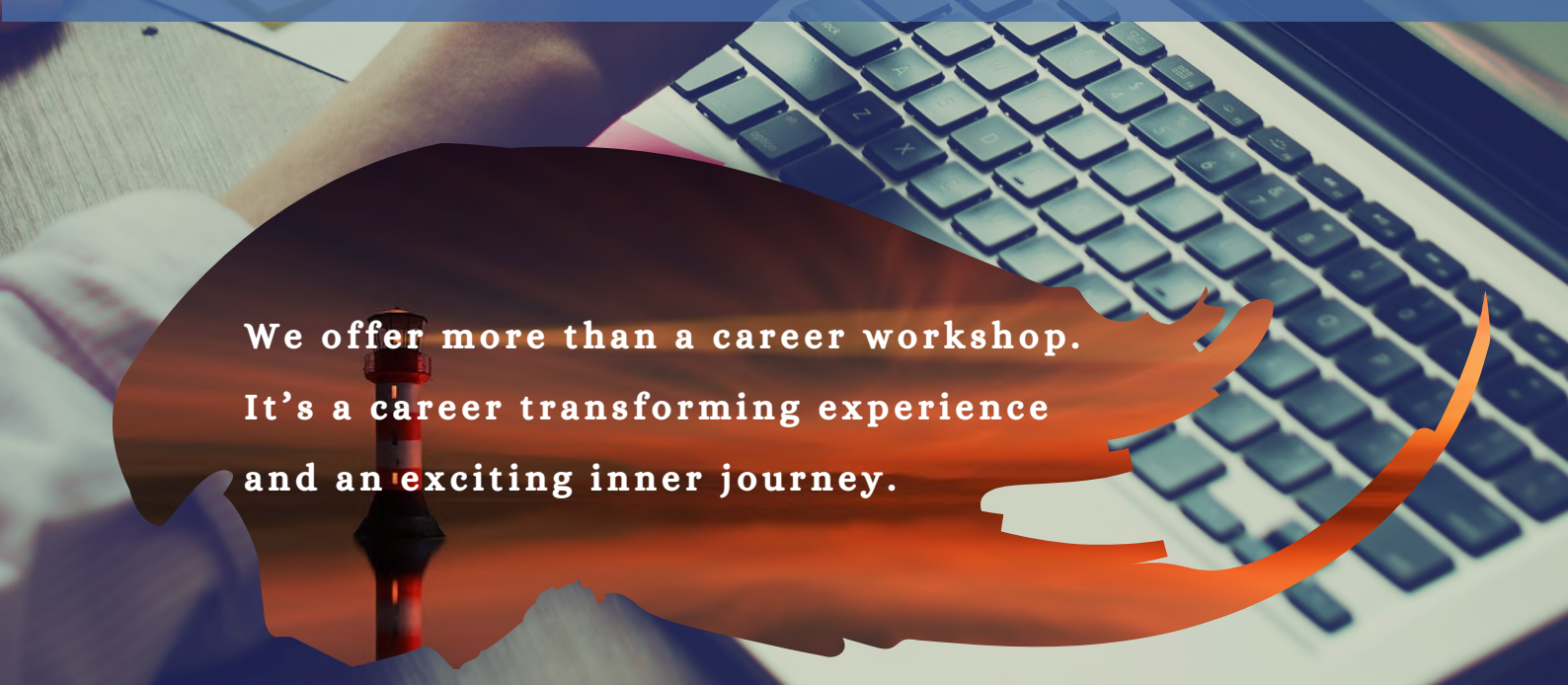
Ontology of Value

# THE ONTOLOGY OF VALUE CAREER TRANSITION PROGRAM

## INDUSTRY PROFESSIONALS EDITION

### STANDARD PROGRAM (6 WEEKS)



We offer more than a career workshop.
It's a career transforming experience
and an exciting inner journey.

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# Four-Week Intensive Online Career Transition Program: Industry Professionals Edition

## WHY

Developing a new career is time-consuming and requires full commitment.
But career development doesn't need to be a grind—it can also become a joyful quality time!
We offer more than a workshop. We created career—transforming experience and invite our participants to embark onto an exciting inner journey!

## WHAT

Our intensive workshops include interactive lectures intertwined with individual and group exercises. The program also contains our original aptitude tests, a set of self-study & homework exercises, and an additional individual consultancy session.

## HOW

Our workshops combine insights into the job market of today with self-discovery. Everyone is different: you will need to dig into your mind and soul to find out which career path is best for you!

## LEARNING GOALS

We aim to:

- Help you determine the reasons behind your thoughts of changing careers,
- Give you a broad perspective at the scope of career opportunities in today's job market,
- Teach you that you can build value for others in multiple equally impactful ways,
- Teach you about a variety of cultures across different working environments and their different written and unwritten rules,
- Teach you multiple techniques to build social capital, brand yourself, search and land good positions,
- Discuss what entrepreneurship means and teach you how to be entrepreneurial in professional life,
- Show you how to research and predict the job market and how to navigate online as a professional.

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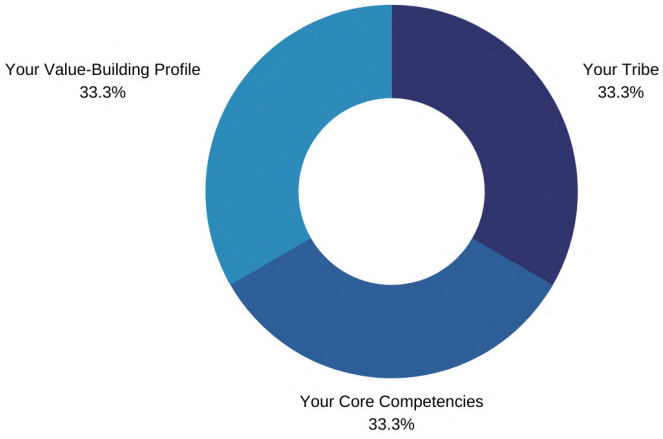
# OUR APPROACH

## THE ONTOLOGY OF VALUE SYSTEM

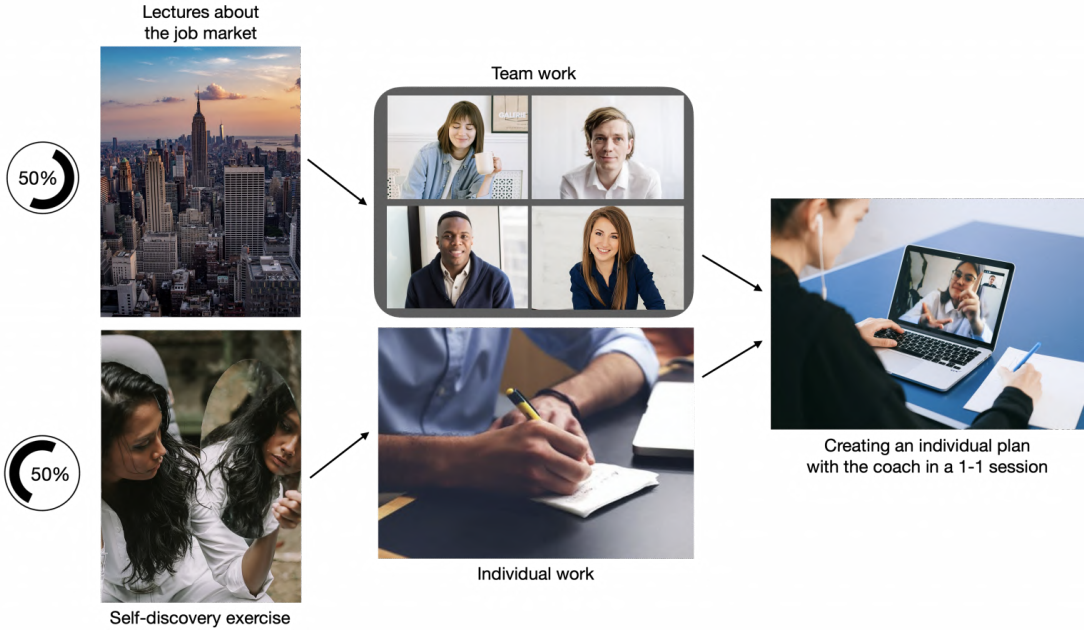



We believe that the best approach to develop human potential, is to find competitive advantage in the job market. This approach proves to be the most effective both in business and in career building!

Every professional has their unique "professional identity," or "fingerprint." It is composed of a set of your core competencies acquired throughout the education process and professional career, the individual way of creating value for others, and a mental fit into specific working environments. We use our own methodology to let the participants discover their individual fingerprints and help them skillfully self-navigate in the job market.

## OUR TRAINING STRATEGY

In our workshops, we combine insightful, up-to-date information on the job market with intensive training in self-navigation. In order to achieve this, we include interactive group lectures, self-discovery exercises, aptitude tests, mock-up job interviews, group exercises and games, and homework.

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# AGENDA

Participants also gain access
to our exclusive 24/7
career development Discord channel
- for an unlimited period!

## WEEK 1

| | | |
|---|---|---|
| 30 min | | Introduction & Know Your Audience |
| 30 min | | How To Find Your True Calling? Nature Versus Nurture |
| 30 min | | Self-study Assignment |
| 75 min | | The Landscape of Career Tracks In The Job Market of Today, Part 1<br>On The Right and the Wrong Reasons For a Career Switch<br>On Creating Value in the Job Market |
| 15 min | | Wrap-up / Homework: Self-study 1 |

## WEEK 2

| | | |
|---|---|---|
| 15 min | | Conclusions From the Last Week's Homework: Discussing the test results |
| 60 min | | The Landscape of Career Tracks In The Job Market of Today, Part 2<br>On The Tribes in the Job Market |
| 45 min | | How To Land a Dream Job? Part 1<br>Discovering Your Transferable Skills & Core Competencies<br>Efficient Networking / Channels For Finding Jobs in Various Tribes |
| 45 min | | Exercise: Building and Delivering an Efficient Elevator Pitch |
| 15 min | | Wrap-up / Homework: Self-study 2 (Discovering Your Core Competencies) |

### THIS WORKSHOP IS FOLLOWED BY:

**1. Extensive set of (obligatory!) homework assignments (4 x 4 hours),**
**2. Final test ending with the certificate of completion.**

Warning: this is a fast-paced and intensive workshop!

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## WEEK 3

| | | |
|---|---|---|
| 15 min | | Conclusions From the Last Week's Homework |
| 60 min | | How To Land a Dream Job? Part 2<br>Drafting a Resume & Motivational Letter<br>Building an Effective LinkedIn Profile |
| 45 min | | Individual Exercise: Drafting a Resume |
| 45 min | | Exercise In Pairs: Mockup Job Interviews |
| 15 min | | Wrap-up / Homework (Working On Your LinkedIn Profile) |

## WEEK 4

| | | |
|---|---|---|
| 15 min | | Conclusions From The Last Week's Homework: |
| 105 min | | How To Land a Dream Job? Part 3<br>Applying For Jobs<br>Preparing For the Job Interviews<br>Effective Job Interviews Strategies |
| 45 min | | Exercise In Pairs: Negotiating a Salary |
| 15 min | | Wrap-up / Homework (Preparing For Job Interviews) |

### THIS WORKSHOP IS FOLLOWED BY:

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# THE COACH

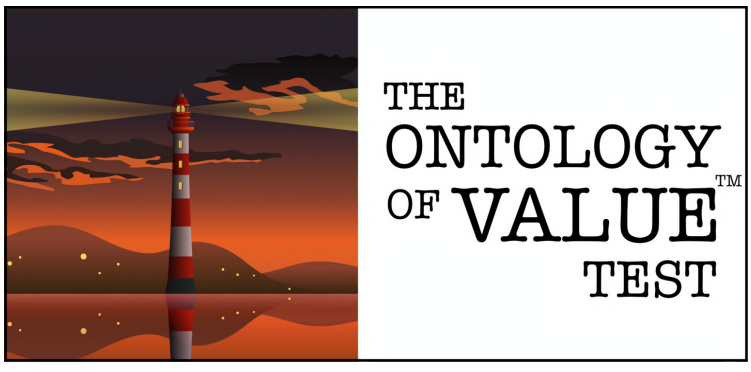
## Natalia Bielczyk, PhD

- Owner, Welcome Solutions, Nijmegen, the Netherlands
- Founder, Director & Chairperson @ Stichting Solaris Onderzoek en Ontwikkeling, Nijmegen, the Netherlands

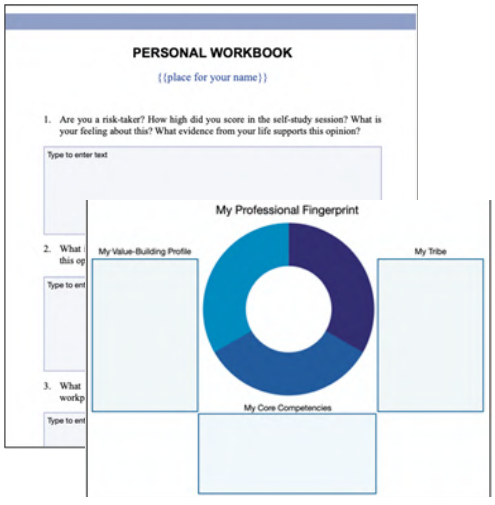
Dr. Natalia Bielczyk has a background in Medical Physics, Applied Mathematics, Psychology (3 x MS) & Computational Neuroscience (PhD). In 2017-2019, she was working as a Career Development & Mentoring Manager in the Organization for Human Brain Mapping Student & Postdoc Special Interest Group. She was coordinating the OHBM International Online Mentoring Program and organizing international symposia dedicated to mentoring and career development.

In 2018, she established Stichting Solaris Onderzoek en Ontwikkeling, an international non-profit organization with ANBI status which helps researchers in transfers to industry. Natalia also has developed a broad personal network in industry. She also authored the book "What Is out There For Me? The Landscape of Post-PhD Career Tracks" listed on Amazon, she runs a YouTube channel dedicated to post-PhD careers, and she blogs about careers in general. Even though she chose to work in the open market, she is still a researcher in her free time and has a strong belief in the compatibility of science and entrepreneurship.

# THE EVENT INCLUDES EXTRA MATERIALS:




An access to the
Ontology of Value Test




A personal workbook to apply
the Ontology of Value method.

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# SYLLABUS

The workshop is highly interactive: we debunk certain myths related to the job market and encourage the discussion between participants with the use of polls, quizzes, and open questions. Participants are also encouraged to share personal experiences with the group.

## Module A: How To Find Your True Calling? Nature Versus Nurture

What makes us happy in our jobs? How do we choose our next job? Are we using the right criteria while making these choices? In this module, we take an insight into ourselves to answer the following fundamental questions:

- What types of jobs are we made for? CV, skills, experience, and external circumstances versus dreams, hopes, personality, and intuition,
- What is the secret of long-term success in professional life?
- What questions to ask yourself before starting a new career stage?

## Module B: Where To Go Next? On Creating Value In the Job Market / The Landscape of Career Tracks in the Job Market of Today

In this module, we discuss the following:

- On the right and the wrong reasons to leave your current career track. How to make sure that your motivation will lead to satisfaction from your career switch?
- The landscape of career tracks in the job market of today. Safety or freedom? On the biggest dilemma that you need to face while changing careers,
- Which tribe should I join? On the eight tribes in the job market, and the compromises you will need to take to join each one of them.
- How to sneak in? On the efficient strategies to land the job in each tribe.

The goal of the workshop is to give the participants the information and confidence so they can further search for relevant information on their own, and take the first steps towards finding the right career path in industry.

We also discuss the concept of *value* in the job market. The aim is to give an overview of the eight most popular value-building profiles and help the participants in discovering their natural way of creating value.

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## Module C: How To Land a Dream Job? Discovering Your Transferable Skills & Core Competencies Applying For Jobs / Approaching Job Interviews

Once we discussed the scope of opportunities in the job market, we focus on landing jobs. In this module, we discuss the following:

- The difference between transferable skills and core competencies,
- Learning the language of business and management,
- Your core competencies make you stand out among other employees. How to determine your core competencies?
- Personal branding — online and offline,
- Structuring your resume and writing a appealing motivational letter,
- How to approach the job interview? How to speak to the recruiter? How to negotiate the salary?
- How to use game theory to pass interviews with flying colors?

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# TESTIMONIALS FROM PARTICIPANTS

*„The added value was not only great first-hand knowledge and tips from Natalia but also the interaction with the other participants. The 4 weeks of the weekly lectures, the weekly session, and the homework helped me structure my time and making actual progress on practical aspects of the job search I had been postponing otherwise."*

`CLAIRE BRABOSZCZ, PHD

**Higher Data Scientist at UK Office for Standards in Education, Children's Services Skills (OFSTED) & Owner at CosyData Ltd**

*„I don't think there's been a more insightful or comprehensive interpretation on the topic of career-design produced since the classic bestseller; "The Pathfinder" by Nicolas Lore, published over two decades ago. Natalia's work offers career-design support that's well and truly rooted in the changing landscape of work in the 21st century."*

`VICKY SHERWOOD, PHD

**Scientific Writing Team Lead, Novartis**

*„These workshops for PhDs differ from the ones I attended until now. It is plenty of information, exercises, and homework. These gave me an opportunity to discover my likes and dislikes and it gave me a picture of what should be my next step in my career. Thank you, Ontology of Value, for your spirit and uniqueness."*

JOANNA SZOPIŃSKA, PHD CANDIDATE

**Business Intelligence Consultant, Quintus & ASML**

*„This workshop helped me tremendously when I worked with a recruiter, performed at a job interview, and negotiated my salary. I have landed my dream role as a Medical Writer and I am thriving in the corporate environment because I love working in teams."*

VERA CHAN, PHD

**Medical Writer, AB Science & Host, PhD Coffee Time**

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# TESTIMONIALS FROM PARTICIPANTS

*„The Ontology of Value Test helped mi spot my strengths and competitive advantages in the open market. The test challenges you with lots of questions that you might have never asked yourself before. It is worth every minute - highly recommended."*

JAN SZCZYPIŃSKI, PHD CANDIDATE

**Researcher, Nencki Institute & Statistician, Pogotowie Statystyczne**

*„Working on myself made me realize that I could have a future in the industry, how to smoothly transition there, and look for the perfect position. However, it also made me realize that most of the things that I enjoy at work and I am good at are present in my daily activities in academia!"*

CHIARA BASTIANCICH, PHD

**Postdoctoral Researcher, Aix-Marseille University**

*„Natalia's workshops for PhDs are well-structured and full of original, practical, and useful tips and ideas. She uses extremely helpful and dynamic questionnaires which help you to discover what keeps you moving forward and also your career purposes."*

DANIEL BOREK, PHD CANDIDATE

**Stagieur, European Commission**

*„This workshop is different from all the other classes I have been to before. It shows a lot of very different professional opportunities. The course encouraged me to take an insight into myself, find my strengths, and taught how to use them in professional life. I am pleased that I took part in this course, and thank you for the inspiring time!"*

MARTYNA PŁOMECKA, PHD CANDIDATE

**Researcher, University of Zurich**

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# TESTIMONIALS FROM INDUSTRY

*„My name is Jonathan Garcia and I am a professional recruiter in the IT industry. Natalia has a genuine interest in looking for the best channels to place PhD graduates in good positions outside academia. I can tell that she is compassionate, she understands people and treats every case individually. I can highly recommend working with her."*

JONATHAN GARCIA

**Senior Talent Acquisition Specialist, TomTom & Owner, Solvism.nl**

*„I know Natalia Bielczyk from the Dutch blockchain communities. She helped me with papers, presentations and last but not least finding the right contacts and developers at the right moment. She's always a recognized and welcome participant at conferences and very well connected. She well understands the rules of networking, entrepreneurship, and building teams. I can highly recommend working with Natalia."*

HUGO SCHOENBECK

**Entrepreneur, Renewable Energy & Trustee, Energycoin Foundation**

*„Miss Bielczyk has been an active participant in Pecunia Causa, the investment-club of Radboud University, since November 2018. Although she has a very different background from most participants, she has been well able to have deep discussions on a wide range of economic topics. Her insightful comments during these discussions, based on her knowledge in ICT and the global economy, have proven to be very valuable in our buy/sell decisions."*

KOEN SMEETS

**Chairman, Pecunia Causa (2018-2019)**

*„In 2009-2010 Natalia Bielczyk had a contract with Avio Polska, a company operating in the aviation industry, for translation of Quality System documentation. Natalia translated the full-length Quality Manual and five Procedures from Polish to English. The Quality Manual was a 95-page long booklet, a core document describing the organization and quality processes. Natalia demonstrated deep understanding of the rules behind quality control / team management in corporations and delivered high-quality work to the company."*

RAFAŁ SAMOCKI

**Quality System Specialist, Avio Aero - a GE Aviation Business (2007-2014)**

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# PRICING

| | |
|---|---|
| Standard version: | 279 EUR + VAT |
| Extended version with an individual coaching package: | 428 EUR + VAT |

# CONTACT

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